

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

J T B Machining

West Virginia Manufacturing Extension Partnership

WVMEP Spurs Growth at JTB Machining

Client Profile:

JTB Machining is a family-owned business offering a wide range of machining and fabrication services. Located in Hedgesville, West Virginia the company employs 6 people.

Situation:

During the past several years, JTB had been an exclusive manufacturer of a heavy equipment component developed and marketed by another local business. This volume production work in addition to other standard jobs kept the company in operation. Recently the volume of orders from this exclusive arrangement was decreasing, so they needed to locate other potential customers. JTB contacted the West Virginia Manufacturing Extension Partnership (WVMEP), a NIST MEP network affiliate, for help.

Solution:

WVMEP developed a plan to research possible business connections for the company. A regional search was conducted in addition to researching the WVMEP client database to identify possible candidates. This resulted in a list of contacts for JTB to follow up on. One of those candidates was Elevated Security, a new high tech company that had developed very specific mobile security equipment being marketed to the private, government and military sectors. WVMEP made the initial introductions and connections between the two companies which resulted in JTB securing a contract with Elevated Security to manufacture trailer mounted mobile electronic security systems.

Results:

- * Increased sales by \$500,000.
- * Negotiated contract with security system company.
- * Created 5 jobs.

Testimonial:

"Thanks to the efforts of the West Virginia Manufacturing Extension Partnership and Jerry Biser, JTB has partnered with Elevated Security to manufacture trailer mounted mobile electronic security systems. This will provide much business stability for our small company and allow us to grow the business and create jobs. We greatly appreciate the effort he made to establish this relationship."

Trevis Knepper, Vice President